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• Kodak Picture Maker Business Builder '99 software...

...which gives consumers more options for being creative with their pictures, such as adding text and restoring vibrancy to old photographs, and can enable access to Kodak PhotoNet(TM) Online—the company's online picture-sharing service.

A tri-format scanner kit for the Kodak Picture Maker, including the Nikon Super Coolscan 2000, which accepts scanned images from 35 mm negatives, 35 mm slides and Advanced Photo System (APS) cassettes.

A small-format thermal printer, which can be used as an accessory to the Kodak Picture Maker. With this printer, consumers can create single reprints up to 4 x 7 inches or a sheet of picture stickers. Kodak also is showcasing the Kodak Power Station, an accessory to the Kodak Picture Maker, which lets consumers make picture gifts such as photo collages, calendars, T-shirts and mugs, and serves as a second Kodak Picture Maker user interface during peak business hours. (See separate release in this news kit.)

"The Kodak Picture Maker provides a powerful link between conventional photography and digital imaging—by offering consumers a convenient entry point to try digital imaging," said Scott L. Auer, director of digital products, U.S. and Canada, Consumer Imaging, Kodak. "With the addition of a new tri-format scanner kit, new software and a small-format accessory printer, the Kodak Picture Maker allows consumers to do more with their pictures than ever before, and it can be a highly profitable investment for retailers."

New Software for Easier Picture-Sharing

The Kodak Picture Maker lets consumers create photo-quality prints and enlargements from existing pictures without negatives in minutes, create high-quality pictures from digital sources—including Kodak Picture Disks, Kodak Picture CDs and Kodak digital cameras—perform zoom and crop functions, remove red-eye and add creative borders to prints.

Employing Kodak Picture Maker Business Builder '99 version 7.0 software, the Kodak Picture Maker (\$19,999) is poised to help retailers drive increased sales. Enhanced features include:

Color vibrancy. Using this tool, consumers can restore vibrancy in prints made from their old photographs.

Personalized text. Consumers can have fun with their prints by adding text to personalize their pictures.

Border designs. Forty new border designs are available including 12-month calendars.

Multiple-image output. Different multiple pictures can be output on the same page in print sizes of 3.5 x 5, 4 x 6 and 5 x 7 inches.

User-friendly design. Action and instruction icons on the screen pages are larger and more colorful, making the system easier to use.

Enhanced self-assist mode. More basic system features such as red-eye removal and designed borders can be added to the self-assist mode, so consumers can easily perform the functions themselves, freeing up staff time.

The software also can enable retailers to enhance consumers' picture-sharing capabilities by providing access to Kodak PhotoNet Online. Consumers can have their pictures scanned and uploaded to the Internet. Once their pictures are uploaded, consumers can share them online or order prints and other hard-copy output. Using the software, retailers can upload their customers' pictures from a Kodak Picture Maker into private password-protected Kodak PhotoNet Online accounts. Kodak PhotoNet Online account holders can share their pictures online by e-mail or by giving their access code to family members and friends. The Kodak Picture Maker can then be used to access the account, download the pictures and make Kodak-quality reprints and enlargements on the spot.

Tri-Format Scanner Kit (\$2,495)

Kodak will soon offer a scanner kit for retailers that enables the Nikon Super Coolscan 2000 to work with the Kodak Picture Maker.

The scanner comes equipped with three film adapters—one each for 35 mm negatives, 35 mm slides and APS cassettes. Each adapter can be interchanged easily without the need to restart the Kodak Picture Maker or the scanner—saving time for retailers and consumers. The 35 mm film and slide mount adapters allow fast, easy loading of images, and an optional auto-feeder enables batch scanning of up to 50 slides. The APS film adapter automatically scans APS cassettes of 15, 25 or 40 exposures.

Built for ease of use, high performance and durability, the film scanner is lightweight (approximately five pounds) and employs state-of-the-art scanning technology for reliable color reproduction and scratch resistance. The Nikon film scanner produces consistent color without recalibration and an optical scanning resolution of 2700 dots per inch. Proprietary Digital ICE technology enables the scanner to automatically remove scratches, dust and fingerprints from scans. Developed by Applied Science Fiction, Digital ICE technology produces clean scans rapidly without additional effort by the operator.

Kodak expects to make the film scanner kit available to retailers in the second quarter of 1999. The kit ships with the scanner, cables, software and peripherals for easy operation.

Small-Format Thermal Photo Printer

A new small-format thermal printer is designed to enhance the versatility of the Kodak Picture Maker. Based on Kodak's award-winning thermal printing technology and patented thermal media and dyes, the affordable Kodak Photo Printer 4700 is built for convenience and high

quality. The Kodak Photo Printer 4700 produces picture stickers and photo-quality prints in minutes.

Consumers can create one sheet of picture stickers in a variety of sizes combined with a border and text. The printer also can produce borderless prints up to 4 x 7 inches—so there's no need to trim the prints—and can output index prints with thumbnail-size images. Designed for ease of use and high performance, the printer offers a printing resolution of 10.5 dots per mm (266 dots per inch).

The small-format printer employs technology similar to that used in the Kodak Picture Maker thermal printer. The Kodak Photo Printer 4700 uses Kodak-patented media with a protective laminate that resists stains from fingerprints and eliminates re-transfer of dyes to polyvinyl chloride (PVC) materials typically found in wallets and clear folders or binders.

The Kodak Photo Printer 4700 will be available in mid-year 1999.

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(February 18, 1999 - Kodak) Kodak Power Station Shipping Soon To Retailers

Digital System Lets Consumers Create Unique Picture Gifts; Broadens Capabilities Of The Popular Kodak Picture Maker

LAS VEGAS, — Retailers can soon provide more services for consumers and expand the profit potential of their current Kodak Picture Maker, with the Kodak Power Station accessory (\$ 2,495)

Eastman Kodak Company is showcasing the accessory—which will be available beginning summer 1999—at the Photo Marketing Association (PMA) trade show. Designed to operate in conjunction with the popular Kodak Picture Maker, the accessory allows consumers to: Make unique picture gifts—such as photo collages, calendars, T-shirts and mugs—in minutes.

Create bigger pictures from pictures in minutes, without negatives—when used by retailers as a second Kodak Picture Maker user interface during peak business hours. (See separate release in this news kit about the Kodak Picture Maker.)

Enhance pictures with additional image-editing features such as spot and crease removal.

Share pictures electronically through Kodak PhotoNet(TM) Online—the company's online service for sharing pictures with friends and family members—and "You've Got Pictures,"SM a joint Kodak-America Online (AOL) picture-sharing service offered to the more than 12 million current AOL subscribers in the U.S.

"The Kodak Power Station is designed to enable Kodak Picture Maker owners to expand their services with minimal investment," said Scott L. Auer, director of digital products, U.S. and Canada, Consumer Imaging, Kodak. "It's the latest in Kodak's dynamic portfolio of products that empower retailers to offer innovative digital services for consumers, easily and affordably."

Unique Picture Gifts

Designed to extend retailers' options for offering picture gifts, the Kodak Power Station offers consumers several new gift products and creative digital imaging capabilities.

Photo collages with a wide selection of creative borders and customized text that consumers can add themselves—in sizes of 4 x 6, 5 x 7 and 8 x 10 inches.

Photo calendars and magazine covers personalized with pictures.

Photo cards including greeting cards, announcements and invitations in sizes of 4 x 4 inches.

T-shirts and mugs created from photo transfers.

Image-enhancement capabilities—including tools for zoom and crop, rotate, color balance, density correction, red-eye reduction, crease removal, spot or dust removal, vibrancy restoration and a sepia-toned special effect—which give retailers the power to enhance and adjust consumers' pictures.

The Kodak Power Station also accepts input from Zip drive cartridges and from input options already available on the Kodak Picture Maker—including Kodak digital cameras, Kodak Picture Disks, Kodak Picture CDs and other digital sources.

The Kodak Power Station is based on an Intel Pentium II processor, and comes complete with a print scanner, 17-inch touch screen monitor and merchandising support.

Online Picture-Sharing

The Kodak Power Station makes it easy for people to share their pictures over Kodak PhotoNet Online in retail locations offering the kiosk.

Consumers can have their pictures scanned and uploaded to Kodak PhotoNet Online through 40,000 retail photo counters in the U.S. and Canada—via the Kodak PhotoNet Digital System. The system consists of a computer workstation based on the Windows operating system, a monitor, an automatic film scanner and an index printer.

To take advantage of the new sharing option, consumers simply select the Kodak PhotoNet Online option on the photofinishing envelope to have their images scanned during film processing. When consumers return to their retailers to pick up their prints, they also receive a claim card. Each card displays a unique claim number that consumers use to "pick up" and view their digital pictures on the Kodak Power Station.

With the Kodak Power Station, consumers also will be able to:

Share their favorite pictures via e-mail.

Make prints on the spot from Kodak PhotoNet Online.

Upload and store their existing prints on Kodak PhotoNet Online.

Share their pictures with family and friends who don't own or have access to a personal computer—since a friend or family member will be able to visit a Kodak Power Station at any location to view the pictures online and make customized prints while they wait.

America Online subscribers also will be able to upload pictures from the Kodak Power Station and have them delivered directly to their AOL account.

Kodak teamed up with AOL—the world's leading Internet online service provider—in 1998 to offer "You've Got Pictures,"SM which employs Kodak and PictureVision technology to deliver easy picture sharing. AOL's more than 12 million current U.S. subscribers can have their pictures delivered directly to their "You've Got Pictures"SM box in AOL, simply by including their AOL screen name when they drop off a roll of film for processing.

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• (February 18, 1999 - Kodak) **Kodak Picture Maker Makes Big Hit With Consumers, Retailers And P-O-P Industry**

Overall Consumer Satisfaction Is 93%; **Kiosk** Wins Prestigious Industry Awards

LAS VEGAS, — New consumer satisfaction data and recent industry awards demonstrate the growing success of the Kodak Picture Maker.

Eastman Kodak Company's versatile digital imaging **kiosk** gives consumers the power to create bigger pictures in minutes, without negatives—and allows consumers to create Kodak-quality pictures from digital sources at retail and create unique picture gifts. (See separate release about new Kodak Picture Maker features.)

Since its introduction at the Photo Marketing Association (PMA) show in 1994, the Kodak Picture Maker has been growing more popular with consumers and retailers alike. The **kiosk** is currently installed in more than 11,000 retail locations in the U.S.

At PMA this year, Kodak released new consumer satisfaction survey data that shows consumers who use Kodak Picture Maker are extremely satisfied with its performance. Conducted by Kodak in the fourth quarter of 1998, the survey of 246 interviews shows:

93 percent of those interviewed said they were completely or very satisfied with the product (top two choices on a seven point scale)

94 percent of those surveyed were completely or very satisfied with the overall quality of prints and enlargements

95 percent of those surveyed said they would definitely or probably use the Kodak Picture Maker again

Industry Recognition

In addition to consumer and retail success, the Kodak Picture Maker recently was honored by

the photo retail and point-of-purchase (P-O-P) industries.

The Kodak Picture Maker was named 1998's "Top Product of the Year" by Photo Trade News (PTN), a leading publication reaching 18,000 photo retailers in the U.S. The award is the result of an annual PTN readership poll, in which readers are asked to choose the products that have caused consumer excitement and that have made a strong impact on their bottom line for the past year. In its November 1998 issue, PTN stated: "The Picture Maker **kiosk** shows the masses the power of what digital imaging could be—without intimidating anyone."

Kodak's popular **kiosk** also was honored as the best single entry in a prestigious competition within the point-of-purchase (P-O-P) industry.

Judges in the Design of the Times contest singled out Kodak Picture Maker for the "Best of Times" award from almost 700 initial entries. The competition, held for the sixth time, is sponsored by P-O-P Times, a national news publication for the point-of-purchase advertising industry. The magazine covers the news, trends and events that shape the use of P-O-P packaging, displays, signs and fixtures, as well as the impact and effectiveness of in-store marketing.

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• GAMA Dan Equip as

As promised earlier, we are forwarding you some material on our products, as well as on our new company, GAMA Dan Equip as. We are now well on our way with our new company, and we have moved into our new premises in both Ringsted, Denmark (above) and in Bremen, Germany (below):

GAMA Dan Equip as
Mittelwendung 24, D-28844 Weyhe-Dreye, Germany
Tel: +49-4203-810474 Fax: +49-4203-810476

We have exclusivity on the sale in Europe and in U.S.A., but on many markets the sale is carried out by our different dealers.

We have had a very satisfactory entry into the market and have met with an overwhelming interest in our products from GAMA GmbH. These products range from the multiloading units which can increase the machine capacity with 25-30% depending on the type and model of printers, paper machines and cutters, to the latest product which is an Index InLine solution for subsequent fitting on the AGFA MSP printers.

Our line of products consists of the following:

GAMA MLP 9711: Printer Multiloading station for Agfa MSP or **Gretag** 3141.

The unit transports paper uninterrupted from a darkroom to the printer, by using a four roll carousel connected to the printer, which ensures capacity increase by 25-30%, eliminating use of paper cassettes, and allows the operator time to carry out other functions.

GAMA AAP 9512: Wind off and splicing of paper before the paper processor including buffer and grading/inspection table at the end of the processor. With the installation of the system the utilization of the paper processor is increased by 40-45%, compared to manual handling of the paper rolls.

GAMA PB 95/1: Unit for enlargements that is connectable to an Agfa MSP printer within 5 minutes and can be removed again within the same timeframe. The unit can handle enlargements of 18x27 cm, 20x30 cm and 8x12", and the output is more than 1,000 enlargements per hour, in the well known excellent MSP-quality.

GAMA ZPV 95/6: Central paper and film supply for manual cutters and/or automatic packaging machines. The system enables the lab to ensure uninterrupted supply of film and paper to a number of cutters and/or packaging machines from one central location. The manual exchanging of film and paper rolls at the cutters disappears, thus increasing the production time of the cutters and/or packaging machines of 20-30%.

GAMA Index In-Line printer: The system must be installed on an existing Agfa MSP printer. The GAMA Index In-Line is a complete system for exposing index pictures/prints, at the end of a customer order (i.e. normally as picture no. 25 or 37), and it enables collecting of negative numbers, digital picture taking of the individual photographs

Scan System for collecting the negative number (this is achieved by use of a separate scanner on the printer as close to the printing stage as possible).

Index In-Line exposer, which again consists of the actual index Printer, an industrial PC and an image processing card with the ability to receive analog and digital signals.

Software for **receipt** and generation of the Index Prints including mask development for various image layouts, classification of the negative no. to the Index Print and classification possibilities for company specific logos.

The device can be used via cassette or on-line as required, and the index production will not result in a loss of capacity for the MSP, except as a result of the extra picture per order (normal print time).

GAMA Dan Equip as
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• GBI

PMA Las Vegas, NV - GBI introduced a new High-Speed Vision Sorting System . With the latest state-of-the-art advancement in machine vision software the Inbound Sorter can now sort incoming orders at over 8,000 orders per hour with simplified bag training procedures and connectivity to a remote site.

Also shown was the Network Technology Customer Service (NTCS) system. The NTCS interfaces to the GBI Windows NT Pricing and Invoicing Computer System allowing networking of other PCs into the Customer Service System.

For One-hour and retail stores, GBI has introduced a simple price terminal - the GBI Mini Price Terminal 4.1. This system is an inexpensively priced order price terminal that will print a Price Label with UPC bar codes to be applied to the photo order bag.

Also shown for the retailer was the Computer Automated Manual Sorting System (CAMS). The CAMS files customers' orders in bins at the retail counter allowing fast order retrieval at the time of customer order pick up.

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GBI Data & Sorting Systems
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• SPHERA PP 32 The new generation of compact film and print processors

Las Vegas, USA, PMA International, Stand D 139, February 1999—Whether in a high production color lab, studio or photo finishing operation, the Sphera PP 32 is an excellent partner for the Sphera PW 30.

The new paper processor from **Gretag** Imaging AG uses the latest technologies. It is a processor with features that assure you of the highest quality and trouble free film and print processing, up to a maximum width of 31.5 inches.

It utilizes an advanced computer system that automatically controls operating parameters with extreme accuracy and processing consistency. The digital display shows the status of processing functions. Keyboard operation is simple and requires only a few minutes to learn.

The replenishment system provides accurate replenishment through infrared sensors on the feed table, detecting material entering the processor. Within the user friendly computer, it is possible to automatically control temperatures, development times and replenishment rates, assuring a high degree of processing accuracy. Completely programmable, the Sphera PP 32 switches from processing color prints to transparency material as simply as pushing a button.

The feed table allows simultaneous processing of roll and sheet material. The take up system allows processed material to be spooled onto take-up flanges.

Tanks, transport and frames are all modular, permitting modification to specific processes. It also simplifies installation and serviceability. Processor modules can fit through doorways as narrow as 26 inches.

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• Gretag Imaging Shows New Central Lab Products

PMA Introductions include Local Density Control and In-Line Index Print Module for SYNTRA, Digital Printer Server, Digital Reorder Station and RP-LV Paperprocessor.

Las Vegas, USA, PMA International, Stand D 139, February 1999 will bring some new additions to the Central Lab equipment product line of **Gretag Imaging**.

1. The last hurdle to make excellent prints even better is going to be taken! **GRETAG IMAGING** introduces Local Density Control for the SYNTRA Printer, which permits to change the contrast range in high-contrast images. Dark areas will be lightened up in order to show more details of the image. A prototype of a new lamp house containing a specially designed LCD will be shown and demonstrated at PMA. All existing SYNTRA Printers can be retrofitted with this up-grade

2. The SYNTRA In-Line Index Print Module is now available. It permits the Index Print to be produced as part of an entire 35mm print order on the SYNTRA high speed printer, using the same color negative photographic paper, following the last image from the negative film roll. The entire order can then be finished fully automatically, including the cutting, sorting and packing. The combination software and hardware modification can be retrofitted to existing SYNTRA printers in the field, providing a capacity of more than 600 Index Print orders per hour.

3. The innovative Selexxa RP-LV paper processor will soon be available in several configurations, following extensive field testing. First shown last year, this high speed paper processor has been designed using low volume thin tank technology offering major benefits, including: significantly smaller volumes of chemicals; less chemical consumption; and operating energy savings.

4. The new Synex DPS Digital Printer Server will greatly expand the products that can be produced by those central labs using a stand-alone Selexxa Digital 750 for producing their Index Prints. It is connected by a SCSI interface to the Selexxa Digital 750, and will accept a variety of digital data inputs via a fast Ethernet connection (100 MB/second).

These could be from a film scanner, different media drives, or even an internet connection. The Synex DPS will also accept digital data from other manufacturer's input devices, and can be used to drive other output devices, such as the Master Flex digital. Special interfaces are being developed for specific input devices, such as film scanners from other suppliers, and the Agfa Index Print Composer. The digital image information is formatted for the appropriate print size and queued for printing on the selected output device.

5. Working in conjunction with the Synex DPS, the new Selexxa Digital Reorder Station DRS 200 will rapidly scan either prints from 5x7 cm up to A4 size or slides (mounted or unmounted) of IX240, 135 or 120 format. The image information is sent via a fast Ethernet connection to the Synex DPS, where it is formatted for the output device. The station is of a compact and ergonomic design. The largely automated capturing of image data provides for productivity of up to 500 print-scans per hour. Print-to-print and print-from-slide orders can thus be processed very efficiently. The station can also be used to produce greeting cards and other special prints.

Image enhancement software algorithms automatically correct contrast and sharpness within the image. For example, extreme dark-light contrasts are reduced highlights are softened while shadow details are enhanced.

The Selexxa Digital Reorder Station DRS 200 is an ideal tool for replacing outdated R3 reversal process and internegative operations.

"With these additions to our Central Lab Equipment lineup, along with our recent acquisition of Systel International", commented Hans Peter Murbach, Vice President of **Gretag** Imaging, "we can offer photofinishers with large labs complete systems to produce not only conventional images, but also digital images, onto color negative photographic paper. The ability to greatly expand the services they can offer with their current equipment will provide greater utilization of those machines. "

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• (February 1999) **GRETAG IMAGING: Can excellent prints be made any better?**

GRETAG IMAGING answers this intriguing question with a resounding YES.

Las Vegas, USA, PMA International, Stand D 139, For over fifty years, **GRETAG IMAGING** has led the way to many innovations in the photographic industry and, during this time, has constantly responded to the increasing demand for better quality printing. It was **GRETAG IMAGING's** EYE-TECH Scanning that revolutionised automated spectral measuring and print correction in 1992 when it was implemented in SYNTRA, the world's first fully automated, integrated printing system. In 1999 **GRETAG IMAGING** will be launching an upgrade kit for all SYNTRA printers bringing a new and exciting feature into central labs world-wide and, thus, into our homes.

The Local Density Control

Local Density Control (or Correction) is a term used to describe the process of masking out areas of light that are projected onto the paper as a photograph is being processed. Such a process was only possible before in laboratories developing by hand but could not be used on the mass production of amateur photographs. Using a liquid crystal mask, it is now possible to control the light flow through the negative to the paper, thus making it possible to change the density of areas of the image rather than the whole negative. High contrast, resulting from a flash in a human face or shadows in a scene are detected and automatically adjusted before the picture is printed. "In many cases, when we get our photos back, we are disappointed that they do not look as we expected" comments Bill Recker. "In other words, they do not exactly resemble the image we saw through the viewfinder. However, this is not always the photographer's fault because, no matter how good we are or our camera is, there are certain anomalies that occur as the film records the image. If there is a dark shadow in the picture, the detail in that shadow is often lost. Local Density Control, introduced into

Central Laboratories, will provide avid photographers all over the world with additional improvements, not possible until now with conventional optical printers." Yet the strength of the contrast reduction applied depends upon the contents of the image. So, for example, pictures

of sunrises, sunsets or fireworks would not be enhanced. And the function can be easily fine-tuned by the lab itself in order to meet the individual's needs.

GREAT NEWS FOR CENTRAL LABORATORIES. The Local Density Control upgrade kit is retro-fittable to all SYNTRA printers in the field and does not impinge on productivity. Once again, **GRETAG IMAGING** has proven its commitment towards a high return of investment for the labs, ensuring that no new machine has to be purchased in order to benefit from their latest technology. The kit consists of a new lamp house, a specially designed LCD mask, control electronics and the corresponding software- upgrade with algorithm to calculate the proper local density corrections. The existing EYE-TECH Scanning system has all the information needed to make the proper density corrections, so, no additional scanning device is required.

GREAT NEWS FOR LABORATORY CUSTOMERS. The image enhancement technology that produces such excellent prints on the first run is also capable of producing prints to the same high standard on additional sets of reorders. In the design of the SYNTRA printer, **GRETAG IMAGING** recognises the importance to produce reorders easily and conveniently with the same stunning quality as the original D&P prints. To do this the reorder system is built into the heart of the printer and therefore the modification that allows density control on the first time prints is automatically accomplished on reorders.

Furthermore, the result of the improved quality produced by **GRETAG IMAGING's** LDC technology, is visible on the Index Prints which is produced on-line through the Selexxa Digital 750 or in-line through the In-Line Index Print module.

Visit **GRETAG IMAGING** at PMA International, Stand D 139, February 1999 for a demonstration of the new Local Density Control retrofit kit for the SYNTRA.

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SYSTEL Equipment: Always one step ahead !

ADVANCEDPACKER 947APS&UNIVERSAL

The variety of imaging materials packing systems available today, together with the trend of photolabs to diversify the container, aesthetics and shape of their packs as much as possible, have addressed Systel International to exploit the opportunity of making a new semi-automatic photofinishing station: the Advanced Packer 947 APS.

The goal of the new machine is to increase the productivity of photofinishing departments, thus making the manual activities of the operator easier and quicker.

Studies have shown that improved productivity can be achieved not so much by increasing the speed of the paper cutters, but instead by reducing the manual operations of collecting and positioning the service prints, index prints, cartridges and coupons into the wallets or boxes.

Due to the overall non-homogeneity of the materials and packing systems, these are in fact the only operations which can be automated, and the only ones that allow sizeable increases in productivity. These enhancements will not limit in the future any use of new models and

designs of packing materials.

The Advanced Packer 947 APS today offers to photolabs three new levels of packaging automation and thus three new possibilities of concretely reducing the time spent on packing their orders.

947-1 automatically stacks the three prints formats

947-2 automatically stacks the three prints formats and present the print set to operator with index print on top

947-3 automatically stacks the three prints formats and present the set to operator with three coupons and index print on top

The 947-11213 U treats materials of APS as well as the traditional film format

SINGLE POINT PRICER

The Single Point Pricer (SPP) is without doubt the fastest in-line type pricing unit ever made by Systel International and very probably the most versatile and reliable equipment of this type available on the market today.

The Single Point Pricer can price up to an exceptional speed of 6,000 envelopes per hour of photolab orders.

Designed for medium-to large-sized laboratories, the SPP can solve, at this speed, the toughest of production problems because it is designed specifically to:

- automatically read almost every type of code on both the topside and bottom of the envelopes;
- print labels (both square and rectangular) either in regular format and in all the other common types of barcode (EAN, UPC, JAN included)
- "lay out" the labels according to the various layouts the photolab prepares, also differentiating them order by order;
- apply the labels on the envelopes in the pre-set positions;
- check both the print quality of the price barcode and the presence/absence of the labels on the envelopes;
- automatically set aside any envelopes which are illegible and the orders which, for whatever reason, have not been correctly priced.

The models proposed by Systel are differentiated essentially by:

- the pricing speed: 4,000 or 6,000 envelopes per hour;

- the loading of the envelopes: both automatically or manually by one or two operators;
- the interfacing with any finishing and sorting system already present in the lab. The SPP can indeed be connected to the photofinishing tables by a conveyor; in exit, it can interface the SYSTEL, GBI and ANO sorters.

UNIVERSAL ADVANCED SORTER

The progressive expansion of the new materials of the APS system has forced producers to change some characteristics of their equipment, which was originally created to deal only with traditional formats.

While keeping the original functional and constructional concepts of its previous Starsorting and Supersorting Systems, Systel International has now designed a new unit, the Universal Advanced Sorter, conceived to efficiently handle both traditional materials and those of the APS system, which use order envelopes of larger dimensions, volume and weight.

In fact the Universal Advanced Sorter has the same structural characteristics of his predecessors in terms of speed, reliability, precision, optimization of footprint etc., and in addition offers some exciting new performance features.

BASIC CHARACTERISTICS

- Compact Solution
- Maximum usage of lab surface with primary and secondary branches
- Conveyor connecting feeding
- Bag feed-trough: manual feeding, conveyor feeding from finishing stations, in-line pricing
- Host Computer connection
- Sorting speed: 7200 orders/hour

With the aim of permitting each photolab to optimize the system according to its own requirements¹ the Universal Advanced Sorter offers four different types of module, which can be connected up either along a single line or at right angles. Different types of these four modules can be combined in the same branch, to better satisfy specific customer demands.

SUPERPACKER 927

Superpacker 927 - Fully Automatic Packaging Station has been designed especially to accommodate all the materials, formats and new packages - all to keep you in pace with customer's desires and ahead of your competitors. The station accepts virtually all materials, all types of paper and film, any wallet or envelope format, including all of the latest sizes, such as Tripleprints and Panoramics.

All processes in 4.8 seconds automatically!

A cycle time of less than 4.8 seconds means an output of nearly 750 orders per hour! You will be surprised to find out that Superpacker 927's extraordinary characteristics can get you remarkably close to this round figure... if not exceed it outright! A fully automated system, the facility to load new batches of material without interrupting production, its perfect integration with all the other photolab equipment, and its total conformity to IPESC and PdfDF standards make Superpacker 927 the obvious choice for discerning and farsighted labs.

Superpacker's packaging system is engineered to yield the utmost in terms of both flexibility and versatility. It will package good prints, makeovers, film strips, coupons and any other inserts in one or two wallets, mail order wallets, or any other combination you prefer.

Orders thus packaged, sealed and priced are dispensed directly onto a conveyor, stacked by a special device or simply dumped in a floor container of your preference.

Special Features

- High productivity and reliability automatic packaging station
- Possibility to insert up to 5 different index print/coupons with Polyfeeder option
- Possibility to insert automatically minialbum or CD with V.I dispenser option
- Dual batch paper & film loading capability provided by DBL, together with a second batch of wallets and envelopes.
- Possibility to discharge material on conveyor to automatically feed outbound sorter
- On line connection with Synex LDM, IPM or other manufacturer control/billing systems.

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• (February 15, 1999 - PMA Newsline) **DIGITAL IMAGE LAB ACQUIRES CANNON & SULLIVAN TECHNICAL PUBLICATIONS**

Digital Image Lab, Encino, Calif., USA, acquired Cannon & Sullivan Technical Publications, which has served the graphics needs of aerospace firms and government agencies since 1949. DIL is a provider of large-format, Indigo E-Print 1000+ Digital offset press, Fiery output and digital photographic services to clients in Southern California. The company just took delivery of a Xerox DocuColor 40 copier with Fiery 525 RIP station and a 72-inch 8-color DisplayMaker 7000 inkjet printer. Jorge F. Medina, who took over as president of Cannon & Sullivan in 1989, joined DIL as vice president of Production.

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• (February 9, 1999 - PR Newswire) **Signature Color Web Site Offers Low Prices on Cameras From Kodak, Canon and Olympus**

AUSTIN, Texas, — Signature Color, a leading direct mail photo developer, now offers quality cameras at competitive prices from recognized companies like Kodak, Canon and Olympus. These cameras are only available to Signature Color's online consumers, who will enjoy the ease and convenience of purchasing from www.signaturecolor.com. This deal helps position

Signature Color as a full service provider of quality photography products and services direct to the consumer market.

"Signature Color is committed to enhancing our customers' ability to creatively communicate with images," says Eric Skrudland, President of Signature Color. "By offering cameras from top-notch companies like Kodak, Canon and Olympus, we expand our capabilities beyond quality photo development with some of the best equipment on the market."

The equipment Signature Color sells includes a selection of popular 35MM, APS and Digital cameras. "Because customers order directly from our web site, we are able to keep prices lower than most retail stores," says Skrudland. "We believe our affordable prices, quality products and ease of service are an incentive for customers to fully enjoy a range of 'photo opportunities'."

Signature Color(R) is the brand name of Skrudland Photo, a privately owned family business based in Austin, Texas. Skrudland Photo has processed film for millions of customers in more than 70 years. The Signature Color brand is an industry leader that provides quality photos, state-of-the-art digital images and photo processing products for families and photographers nationally through direct mail and online.

CONTACT: Tommy Craddick of Strategic Alliances
1-800-229-9107; 512-444-0958 ext. 137, or email, TommyC@Signaturecolor.com

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• (February 18, 1999 - Business Wire) **PictureVision, Inc. Announces Strategic Partnership With Signature Color**

LAS VEGAS — New alliance to provide digital photographic products to Signature Color customers nationwide

PictureVision, Inc., the pioneer of online digital photography, has announced a strategic partnership with Austin, Texas-based Signature Color, one of the largest direct-to-consumer photofinishers in the country.

Under the terms of the three-year agreement, PictureVision will provide technologies, hardware and software to enable Signature Color to digitize pictures and return them to customers online and on CD-ROM.

Signature Color, which currently offers digital photographic services, will now market their digital product selection under the Kodak and PhotoNet umbrella of branded digital photographic services. PictureVision is a subsidiary of Eastman Kodak Company. "This agreement solidifies our long-standing relationship with Signature Color and establishes them as a strong partner in the PictureVision family of PhotoNet photofinishers," says Phil Garfinkle, president and CEO of PictureVision, Inc.

"This new agreement provides for a three-year relationship, during which time PictureVision will provide Signature Color and their customers with the highest quality digital photographic

products and services," says Garfinkle.

"As consumers become more comfortable with technology, they want to do more with their photographs, viewing and sharing them right over their computer," says Eric Skrudland, president and owner of Signature Color.

"Over the past 18 months, the demand for digital services among Signature Color customers has doubled. Our agreement with PictureVision allows us to meet this growing demand and provide our customers with a convenient, low-cost way for them to enjoy the wonders of digital photography without investing in expensive scanners or other hardware and software."

As part of the agreement, Signature is upgrading in-place PictureVision technology to provide customers high resolution digital products via Kodak PhotoNet(tm) online and PhotoNet CD.

About Signature Color

Signature Color(R) is the brand name of Skrudland Photo, a privately owned family business based in Austin. Skrudland Photo has processed film for millions of customers for more than 70 years.

The Signature Color brand is an industry leader that provides quality photos, state-of-the-art digital images and photo processing products for families and photographers nationally through direct mail and online.

About PictureVision

Based in Herndon, PictureVision, Inc., the pioneer in online photography, is an independently operated subsidiary of Eastman Kodak Company. Its core technology provides the foundation for digital photography services such as Kodak PhotoNet online, AOL's "You've Got Pictures,"(sm) Sony's ImageStation(sm) on PhotoNet(tm) as well as leading image editing software programs like MGI's PhotoSuite II, Live Pix 2.0, Microsoft Picture It! and Adobe PhotoDeluxe.

The company provides the imaging industry with turn-key technologies and solutions for profitably increasing sales by leveraging the evolution to digital photography.

PictureVision's premier product, Kodak PhotoNet online, allows consumers to easily see, share, store and use their photos on their computers simply by having their film developed by any one of thousands of participating PhotoNet retailers.

PictureVision, Inc. can be contacted at Phone: 703/925-1300 (www.picturevision.com). For more information about PictureVision and PhotoNet, contact Tony DeFazio or Steve Clark at 610/642-8253.

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• (February 24, 1999 - Dow Jones) **Kodak N w Z aland To Sell Noncore Photofinishing Busin ss**

WELLINGTON - Kodak New Zealand Ltd. plans to sell its photofinishing business Zanda Laboratories Ltd. because it is no longer a core business activity.

Kroma Colour Prints Ltd., a privately owned New Zealand concern, Thursday sought clearance from antitrust watchdog the Commerce Commission to purchase Zanda, which operates eight photofinishing laboratories around New Zealand.

Kodak New Zealand is a unit of Eastman Kodak Co.(EK).

Kroma operates in the same business area as Zanda, providing photofinishing services for pharmacies and other retailers, as well as directly to consumers. It has six laboratories.

In its application, Kroma acknowledged the proposed acquisition will result in its market share increasing, and said the emergence of so-called minilabs has enabled photofinishing to take place at the retail level via a number of national franchises or licensees. The company said there are an estimated 500 minilabs operating in New Zealand.

Kroma estimated a combined Kroma/Zanda operation would have around 25% of the overall market, which processes around 7.5 million rolls of film a year.

Kodak executives were unavailable for further comment.

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• Panoramic Photography's Missing Link "Affordable Solutions"

ABC Photo and Imaging Services, Inc., 9016 Prince William Street, Manassas, Virginia 20110, announces a new service to benefit widefield/panoramic photographers and camera manufacturers.

In 1991, ABC Photo & Imaging was the first photo lab in the country to offer an automated "10 x 30" print format. Following the success of the "10 x 30," ABC has now developed an automated "5 x 15" color print format for widefield/panoramic negatives. Special crops are available for 35 mm up to C'4 x 5" and "6 x 17" negatives including Hasselblad's new XPAN camera.

In 1989, ABC's founder Roger Billstone bought a Linhof 6x17 widefield camera. At that time, all widefield prints had to go custom printing. Being in the professional photo Lab business for over 30 years, Roger was determined to find an affordable solution to produce widefield format prints with the quick turn-around that traditional automated printing allows. Billstone took his vision to Europe and, for two years, worked very closely with a German manufacturer in designing and building an automated printer for widefield/panoramic formats. Today, ABC houses 3 automated widefield printers. Two printers print up to 10" x 30" and the newest design prints up to 5" x 15" from virtually any negative.

Until ABC developed the automated format, photographers using widefield format had to use costly custom printing. ABC's new automated printing offers photographers an "Affordable Solution," together with excellent quality and the added convenience of national mail order.

Robert Knudson, a commercial, panoramic/widefield photographer who shoots groups and convention exhibits in the Washington, D.C. metropolitan area, says, "ABC's automated widefield services are an asset to all widefield/panoramic photographers— excellent quality to our customers and profitability to us." When the larger size prints are too large or don't meet the budget, rather than lose the sale, the 5" x 15" allows us to offer another size to our customer, which is still very profitable for us.

Dave Johnson, owner of Pro-Action photography in Rainbow Lake, NY shoots landscapes for 10" x 30" prints for resale in galleries. Dave says 'Y find ABC's new 5" x 15" automated print size as an excellent, affordable proofing option to the small contact sheet. Using 5" x 15" size proofs allows me to see the entire print clearly." He says " there is no way another Lab can compete with ABC on widefield/panoramic quality and price."

For more information on widefield "affordable solutions," contact ABC's Panoramic Division at 1-800-368-4044, or visit the ABC web site at www.imageabc.com.

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• (February 19, 1999 - Business Wire) **Eastman Kodak Company, PictureVision and eBay form strategic alliance to provide eBay USERS an easy way to add photographs online**

Eastman Kodak Company, the world's leader in photography and digital imaging, PictureVision, Inc., a Kodak subsidiary and the pioneer of online digital imaging, and eBay, the world's leading person-to-person online trading community, have announced their intention to form a strategic alliance that will allow the eBay community to easily and conveniently add photographs to their online auction listings. In addition, the two companies will implement cooperative marketing efforts.

Under the agreement, eBay will license PictureVision technologies to enable people who trade online to easily add photographs from 35mm or APS film, slides and prints to their auction listings—without the use of scanners or additional hardware and software.

"eBay has done a remarkable job of providing the online community with a fun and easy way to trade online," said Phil Garfinkle, president and CEO of PictureVision. "This agreement will make it even simpler for sellers to exhibit their items with photographs taken from 35mm and APS cameras, and for buyers to see those items before bidding. Now anyone can add a picture to an eBay listing—not just those individuals with access to a digital camera or scanner."

To add a photograph, eBay members will simply take their film to any one of 40,000 participating PhotoNet retailers including all locations offering Kodak Premium Processing. By choosing Kodak PhotoNet online, their film will be scanned and uploaded to a secure area of the Internet. When eBay sellers create an auction listing, they will be prompted to access their images through a co-branded eBay and Kodak PhotoNet online web interface. By entering a personal access code, the seller will view their roll of film and choose an image, which is then automatically attached to their eBay listing.

The three-year agreement calls for eBay to provide online links to promote the use of Kodak PhotoNet online to its customers for use in eBay auctions. PictureVision, Kodak and eBay will also explore other online and offline activities to promote the service.

"eBay continues to add new features that make it easier to trade on eBay. With the new Gallery feature on eBay, and the ability to add photos via PhotoNet, we are making pictures an integral part of eBay," said Brian Swette, senior vice president of marketing for eBay. "Going with Kodak PhotoNet Online was a clear choice given their breadth of retailer locations and the simplicity it offers to add photos to their listings."

"eBay's innovative use of our Kodak PhotoNet online services and technology to help its users with their auction listings is a terrific demonstration of the power, ease and utility of digital imaging and on-line photography," said Carl E. Gustin, Jr., chief marketing officer and senior vice president of Kodak. "This is one of those unique applications for which a picture is indeed worth a thousand words."

The companies have not yet executed a definitive agreement with respect to this strategic alliance, and implementation of this alliance is subject to uncertainties, including negotiation of the definitive agreement and successful development of the online interface.

About eBay

eBay (www.ebay.com), "the world's personal trading community," pioneered person-to-person online trading. Founded in 1995, eBay has developed an efficient and entertaining trading site on the Web that is available 24 hours a day, seven days a week. eBay has more than 2.1 million registered users. Currently, there are more than 1.5 million items listed for sale. More than 200,000 items are added daily in more than 1,000 categories, including: antiques; books, movies and music; coins and stamps; collectibles; computers; dolls and figures; jewelry and gemstones; photo and electronics; pottery and glass; sports memorabilia; and toys.

About PictureVision

Based in Herndon, VA, PictureVision, Inc., the pioneer in online photography, is an independently operated subsidiary of Eastman Kodak Company. Its core technology provides the foundation for digital photography services such as Kodak PhotoNet online, AOL's "You've Got Pictures," Sony's ImageStation on PhotoNet, as well as leading- image editing software programs like MGI's PhotoSuite II, Live Pix 2.0, Microsoft Picture It! and Adobe PhotoDeluxe. The company provides the imaging industry with turn-key technologies and solutions for profitably increasing sales by leveraging the evolution to digital photography.

PictureVision's premier product, Kodak PhotoNet online, allows consumers to easily see, share, store and use their photos on their computers simply by having their film developed by any one of thousands of participating PhotoNet retailers.

About Eastman Kodak Company

Kodak is the world's leader in photography and digital imaging, with a range of products and services for consumer, commercial and professional needs. Kodak PhotoNet online is a service that combines the offerings and network capabilities of the former Kodak picture network and PhotoNet online, a service of PictureVision, Inc. Kodak acquired a 51% stake in

PictureVision in March 1998.

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• (February 18, 1999 - PR Newswire) **Strategic Alliance to Offer Online Digital Photography Service Over Television**

PALO ALTO, Calif., Philips Electronics and PictureVision, Inc., an independent subsidiary of Eastman Kodak Company, today signed an agreement which will pave the way for accessing on-line digital photo applications over television. Under the agreement, Philips will offer the Kodak PhotoNet online service through a range of television-centric Internet devices. Kodak PhotoNet online allows users to see, share and store photos, as well as order reprints and enlargements, via the Internet.

"This agreement supports two growing trends — on-line interactive television and digital photography," said Adrian Turner, director of Internet business development, Philips Electronics. "We believe users will enthusiastically embrace the idea of online digital photo services that are easy to use and share in the living room setting. As a consumer platform, the television represents a natural vehicle for the display of digital photographs. We are committed to offering consumers services which enhance the value of the television viewing experience."

As part of the agreement, PictureVision will develop a TV-based version of its popular Kodak PhotoNet online service. Philips will in turn make the service available to its customers via a range of Internet-enabled devices such as the WebTV-based Internet Receiver by Philips and Philips Arnbi, which offers wireless access to the PC via the television.

"Our mission has always been to make sharing and viewing photographs easy and fun," says Dan Schiappa, vice president of business development for PictureVision, Inc. "This initiative with Philips expands that effort by allowing anyone with a TV the ability to enjoy digital photography."

About Picture Vision

Based in Herndon, VA, PictureVision, Inc., the pioneer in online photography, is an independently operated subsidiary of Eastman Kodak Company. Its core technology provides the foundation for digital photography services such as Kodak PhotoNet Online, as well as leading image editing software programs like MGI's PhotoSuite II, Live Pix 2.0, Microsoft Picture It! and Adobe PhotoDeluxe. The company provides the imaging industry with turn-key technologies and solutions for profitably increasing sales by leveraging the evolution to digital photography.

PictureVision's premier product, Kodak PhotoNet online, allows consumers to easily see, share, store and use their photos on their computers simply by having their film developed by any one of thousands of participating PhotoNet retailers.

PictureVision, Inc. can be contacted at 703-925-1300 or www.picturevision.com. For more information about PictureVision and PhotoNet, contact Tony DeFazio or Steve Clark at 610-642-8253.

About Philips

Royal Philips Electronics of the Netherlands is one of the world's biggest electronics companies and Europe's largest, with sales of over US \$39 billion in 1997. It is a global leader in color television sets, lighting, electric shavers, color picture tubes for televisions and monitors, and one-chip TV products. Its 256,000 employees in more than 60 countries are active in the areas of lighting, consumer electronics, domestic appliances, components, semiconductors, medical systems, business electronics and IT services (Origin). Philips is quoted on the NYSE, London, Frankfurt, Amsterdam and other stock exchanges. News from Philips is located at www.news.philips.com.

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• **CeWe Color Group** On April 15, 1999 the CeWe Color Group will inaugurate its 25 photofinishing lab, a 1,150 m² ground-coverage facility in Graudenz, in the northern Polish triangle of Stettin, Danzig and Allenstein. The initial daily capacity will be 400,000 prints. Poland's population is about 39 million, with an estimated annual film consumption of 14-17 million rolls.

The CeWe Color Group has been active in Poland since 1991, when it started a route to bring photofinishing to its Nordcolor operating group. In 1992 it opened a "City Lab" in Warsaw, and in 1994/95 took a majority interest in K.M. Fotolab Sp.z.o.o in Kedzierzyn-Kozle. A aggressive expansion brought in important retailer customers under the Fotojoker brand. Two years ago, torrential regional rains resulted in flood waters 2 meters deep throughout the lab early in the year. However, once the flood water receded, new equipment was brought in from Germany, and the lab was still able to handle 249,000 orders, representing 6.368 million color prints during 1997.

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• (February 9, 1999 - MicroPatent) **Noritsu Koki Co., Ltd. — Photographic printing apparatus**

Abstract: A photographic printing apparatus is provided in which a plurality of film cartridges X stored in a cartridge storage 1 are unloaded and transferred one by one to a film table 5 and after reading image data from a film of the cartridge with a scanner module 6 using light from a light source module 4, and printing it on a photosensitive material PC placed on an exposure bed 3c by exposure of light through a lens unit 4b, returned back to the cartridge storage 1.

Ex Claim Text: A photographic printing apparatus comprising: a cartridge storage having a drum provided therein for storing a plurality of film loaded cartridges and driven by a drive unit for carrying the cartridges to an unloading location; a transferring means for unloading and transferring each cartridge from the unloading location to an exposure stage, and returning the cartridge to the drum after printing by exposure action; and a printing exposure means for drawing out a film from the cartridge transferred to the exposure stage, conveying the film to the other end for winding on a take-up means, and reading various information such as image

data and magnetic data from the film during the film being conveyed for printing images of the film on a photosensitive material.

Patent Number: 5870177

Inventor(s): Yoshikawa, Tohru

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PMA Europ – A Strong Emphasis on Digital

By Don Franz & John Larish

Unseasonably warm weather greeted the more than 10,000 visitors who came to London to visit over 300 exhibitors at *PMA Europe 99*. Two years ago, upon entering the tradeshow at PMA Europe 97 in the same Olympia Exhibition Centre, the large island booths in the first hall were filled with traditional suppliers to the photofinishing industry, with the exception of Mitsubishi Electric.

This year, **DuPont-Melinox**, **Epson**, **Hewlett-Packard** and **Sony** had substantial exhibits near the front, with **Mitsubishi Electric** choosing one further back. The prominent position, and ready visibility, of those digital imaging suppliers reflected both the greater role that digital fulfills in the photofinishing world and a greater presence at this show.

Notable by its absence was **Eastman Kodak**. The only traces of Kodak were some small touches in some associated companies on the floor, mainly for Kodak Professional products, although Kodak products were featured in the Gretag Imaging and Noritsu booths. When asked why Kodak was not there, representatives indicated that it was a European decision, "because they had no new products." They did indicate that Kodak would be in full force at the February PMA show in Las Vegas. U.S. customers, particularly, were quick to comment that the signal they were receiving was that Kodak was no longer interested in the **photo** channel.

Without question, the largest presence at PMA Europe 99 was by **Gretag Imaging**. Practically on the eve of the opening of this show, the company completed the acquisition of 80% of **Telepix** - and made its official announcement the day that the show opened. Now, suddenly, Gretag has entered the e-commerce business with a kiosk from **Telepix**, the **PhotoStation**. With the proliferation of digital kiosks from numerous manufacturers, the real challenge will be for the retail locations where the kiosks are placed to really utilize the new capabilities to produce revenue beyond the popular print-to-print usage.

Raster Graphics (www.rgi.com), part of Gretag Imaging's Professional Imaging Division, used this show for the worldwide introduction of its 54-inch wide **Bellise Digital Picture Press** ** with 24 print heads (total of 3,072 nozzles) running six colors (Super-CMYK technology that adds light cyan and light magenta to widen the color gamut, providing overall smoothness and increased detail in light to mid-tone colors).

Three user-selectable resolutions are standard: 720x720 dpi, 720x360 dpi, and 360x360 dpi, although the integrated **ColorBlend** technology will deliver prints with a higher apparent resolution of up to 1,440 dpi. In High-Speed Mode (2 passes), it prints at speeds of up to 40 m.² (440 ft.²) per hour, with an apparent resolution of 1,080 dpi (dots per inch). In Standard (4-pass) production mode, the speeds are up to 20 m.² (220 ft.²)/hour; and in Enhanced Mode (8 passes), they are up to 10 m.² (110 ft.²)/hour.

The ink reservoirs hold one-liter (33.9 ounces) bags of ink, allowing up to 465 m.² (5,000 ft.²) from one ink set (based on 100% coverage). The Bellise will be able to run a variety of **photo**-based and paper-based media, including gloss, satin and synthetic film media, and backlit media, from 36-inches to 54-inches wide. It is expected to be available for first customer shipments in the U.S. at a starting price of \$45,000. **Onyx** (also a Gretag Imaging company) **Poster-Shop**, available separately, will be able to process files for printing on the Bellise.

EPN was told that the remaining difficulties encountered with the inks (made under an OEM arrangement) for the 275 **Arizona Digital Screen Presses** operating worldwide are being resolved.

Agfa was operating its SherpaPlus inkjet printer, a 37.5-inch wide 720x 720 dpi CMYK unit. It will shortly introduce a Sherpa 43, 43-inch 6-head unit (Super CMYK - with light cyan and light magenta), which is expected to sell in the UK for £12,000-17,000 (\$19,500-28,000), depending upon whether an RIP is included. Agfa has its own Taipan RIP, but also offers the Onyx PosterShop. The Sherpa 43 will have an automatic head cleaning cycle. While the company recommends its own line of inkjet paper and film products, the inkjet printers work with a wide range of products.

Although not operating at the show, the recently introduced Canon BJ-W7000 PageStation is a large-format (37-inch) CMYK Bubblejet printer with a resolution of 360x360 dpi. Print time for an AO size (33x46") is under 20 minutes, using Canon's Continuous Charging System. Canon's distributor, **Pluss**, was showing Inkjet Paper No. 12 from **Schoellershammer** - a paper product for translucent backlit applications which is considerably less expensive than similar film-based products.

Colourgen (www.colourgen.com) introduced a wide-format inkjet printing system based on the Wisp-PS V6 Power ** (\$5,800) imaging system from **Image Technologies Developments** (www.imagetechdev.com) running on a high-end Windows NT system with twin P3 450 MHz processors. This produces more than 20 m.² (215 ft.²) of **photo** quality print every hour driving 3 wide-format devices (such as NovaJet 500 60") simultaneously.

PosterXpress is a scanner to wide-format poster system from Colourgen, using the Lumina LFC-1100 ** A4 flatbed scanner (\$1,650) and choice of Encad inkjet printer. Neither computer nor Raster Image Processing (RIP) software are required. **TDS Cad-Graphics** showed a similar Vivid Copy Magic ** system (introduced at *DPI 99* in March), with a Umax 1220S, A4 flatbed scanner, Vivid WC7500 control box and an Epson Stylus 3000 A2 inkjet printer (\$8,200). It can be upgraded with an Encad PRO 36" printer for prints up to AO.

Digital Minilabs

Productivity is getting better for some of the newly announced digital minilabs while there is some effort to reduce the cost. Some models being shown in London were advertised to exceed 2000 prints per hour. Even with the limited productivity of the first generation models, those lab owners we have talked to who are operating digital labs have been generally overjoyed with both the new business opportunities that have been created and the improved production in their traditional film processing.

Fujifilm launched the Fujifilm Frontier 370, with greater than one-third more productivity than the 350 model, the 370 produces up to 1450 4 x 6-inch prints per hour and will handle 44 rolls of APS film per hour using a 25-load sorter that come as standard with the minilab. Using a three CCD scanner and a solid state laser printing system, the 370 is capable of handling 135, 126, 110, 120, 220 and Advanced **Photo** System films.

Also featured was the new Kiosk, developed in conjunction with **Axiom Connection**, which serves as an input station for the Frontier 350/370 as well as other Fujifilm printers, such as the PictroGraphy and Pictrostat units. The touchscreen Kiosk will also be able to output to a remote digital minilab via ISDN or media transfer. A **receipt** printer itemizes the total order and provides a combined price to the customer. A small cable-connected Remote Unit, which can be wall-mounted, was also shown. *(More details on these units are in our Photofinishing News Letter, Vol. 17 No. 3).*

Konica has produced a new version of its original QD-21 digital minilab, the QD-21 Plus. Konica is reported to have more than 350 installations of the QD-21 so far, which is a small dent in the population of minilabs, but a good sampling. The QD-21 Plus uses the same print exposure system as on the QD-21 with a red LED and blue and green VFPH arrays. Twenty percent faster than the original QD-21, 30 24-exposure rolls of film can be processed per hour. That would be just over 1000 prints per hour (see *Electronic Photography News*, Vol. 13 No. 9 for more details on the new QD-21 series).

Two companies that have been working with the Texas Instrument digital light processing exposure technology are close to production units. **Gretag Imaging's** Master Flex D unit uses 300 lines of a digital mirror device to write prints up to 8x12 inches, with a capacity of 1000 4x6 prints/hour. The Master Flex Digital D1008 occupies a very small floor space and carries a price about 30% higher than a traditional analog film minilab.

Noritsu was demonstrating its new QSS-28 Digital Series that also uses this Texas Instrument digital light processing technology. This printer will be able to process up to 2,260 4 x 6-inch prints per hour. Production models are expected to be shown at the PMA 2000 in Las Vegas, and be available late in the year 2000.

The Noritsu QSS-2701 digital minilab uses the MLVA (micro light valve array) technology with a choice of software produced by either Noritsu or Eastman Kodak (also includes a Kodak scanner), and has a capacity of 1250 4 x 6 prints an hour.

The Digital Kis System from **Photo-Me** features a 2048x3072 pixel scanner for both 35mm film, in combination with a 2048x2560 pixel print engine for prints from 3.5x5" to 9.5x12". It makes index prints and conforms to APS backprinting specifications. It does provide automatic digital image enhancement, although not to the sophistication levels of the systems from Fujifilm Konica and Noritsu.

All of the digital minilabs shown were indicated to be able to print from floppy disks, camera memory cards, CDs, and even from phone-in systems. In some cases, additional workstations were envisioned as ways for customers to be able to place their selected pictures into the processing cycle of a minilab.

Digital Kiosks

Although **Agfa** has apparently delayed the introduction of its digital minilab until next year at *PMA 2000*, it was showing a new lost-cost version of its Inova Touch ** system, featuring the HP DeskJet 895Cxi inkjet printer in place of the dye-sub printer featured with the Inova Touch II. Inova Touch II systems already installed can be upgraded to also drive this inkjet printer.

A new Agfa Print Scanning Unit (PSU) ** can be used in conjunction with the IPS Plus system for print-to-print work in wholesale labs. It will scan prints up to 13x18 cm at a rate of up to 500 per hour, with the digital image data going to the IPS Plus, which prints up 1,000 20x30 cm prints/hr. onto color negative **photo** paper. PSU will be available in mid-2000.

Sony showed a prototype kiosk designed for in-store use for printing from floppy disks and the various camera memory devices. This self-contained unit uses a Sony UPD-2600A6 printer to quickly produce a 5x7 print in 70 seconds. Although being demonstrated as a technology exhibit, we would not be surprised to see this product commercialized in the future.

Version 2.05 of the Digital Photo Factory ** multitasking, royalty-free production software from **Digital Now** enables Windows NT-based photofinishing labs of all sizes and production levels to create the digital products their customers demand most: pictures on Image CD, Image diskette, digital index prints, and Internet uploading to www.MyPhotosNow.com. Version 2.05's new edition of the Image CD is equipped with TryIt Software, which gives customers free and trial software. The trial software programs are full versions of software that can be used for a limited number of tries or days.

The new version includes an Auto-run feature, so when the consumer inserts the Image CD into their drive at home, the software will automatically load; enhanced Presenter viewing software allows even more pictures to be included on the CD - about 5 rolls of film; icons that customers can click on to see more information about the lab and its products and services; Gallery CD, designed specifically for the professional photographer and able to store up to 750 small or medium-sized JPEG images onto one CD-ROM.

** Digital Now announced that it is providing comprehensive marketing and technological support free for the first year after purchase of the Digital Photo Factory production software, has an agreement with Gretag Imaging that integrate the Digital **Photo Factory** software into the Master Lab and Master Flex product lines **, and that U.S.-based minilab chain **MotoPhoto, Inc.** has selected the Digital **Photo Factory** to provide its retail customers with digital images on Image CD, Image diskette, and uploads to the Internet at www.MotoPhoto.MyPhotosNow.com **. 60 Moto **Photo** stores will have the system by year-end 1999 and over 200 by the end of 2000.

A new version of the PhotoNet Digital System ** one-hour digital imaging workstation (\$11,995) from PictureVision provides twice the throughput of the previous version and can scan 35mm and APS negatives as well as slides and prints without changing hardware or disrupting workflows. It outputs images on the Internet, on CD-ROM or on diskette within an hour, and produces index prints.

Enhancements for the PhotoNet Digital System Scanner ** for central labs increase throughput and reduce order processing time while allowing for quick switching between APS and 35mm film. These include an embedded Scanner PC and cooling system that reduces overall size, installation time, and "care and feeding" of the unit while significantly increasing through-put to 135 rolls per hour. APS scanning will be available in early 2000.

** Separately, **PictureVision** announced a strategic partnership with **Labocontrol AG** to interface Labocontrol's new high-speed digital scanner, the HRS/HRS Plus+, into the PictureVision technology infrastructure.

Kentele Digital UK Ltd. was recently established by three companies: **Axiom Connection**, **Kentele Digital Sweden** and **Kentele Digital Norway** to provide sales and support of automated image handling systems. At PMA Europe, the company showed its Digital Picture Line **, a high-speed production system for scanning negatives onto CD and Floppy Disk at 4Base and 16Base resolutions at wholesale labs. The Digital **Photo System** for on-site production interfaces with a Sony or Konica negative scanner and also outputs to an Index printer.

Kentele Digital also showed the Axiom Image Director 6 image management system and RIP

for Windows 95 & NT, and FotoLayout, an addition to Image Director to manually or automatically create layouts of images on a page.

Digital Cameras

Most of the digital cameras shown at PMA Europe had been previously shown or announced. **Agfa, Fujifilm, Epson, Sony, HP**, as well as small companies from Taiwan and UK companies who were bundling digital cameras, memory cards, and software made it appear that digital cameras were about to outweigh traditional film cameras. **Digital Dream** (www.digitaldreamco.com) showed a new line of inexpensive private-label digital cameras, including 3 VGA modes **.

Many traditional film camera companies have not exhibited at this biennial show, which started as a photofinishing show. However, judging from the size of the "digital" booths, particularly Sony, Epson and Hewlett-Packard, major camera companies may not be able to overlook PMA Europe and its 10,000 trade visitors in the future.

In a couple of instances, professional cameras did appear. **Sienna**, following its acquisition of the Dicomed camera line, showed the professional Luma using the 3K x 2K Philips CCD designed to mount on the back of a standard single lens reflex camera. A single shot as well as three-shot version is available. **Phase One** also brought its current camera line for professionals, but professional cameras were a very small part of PMA Europe.

Fujifilm now offers 32 MB Smart-Media cards for its cameras, and showed its FD-A2 FlashPath ** floppy disk adapter which allows these memory cards to be read via standard 3.5-inch floppy diskette drives.

The **Epson Stylus Scan 2000** is a "Combination" product that integrates printing, copying, faxing, document e-Mail, and scanning in to one printer with a resolution up to 1440 dpi. It will output on paper from A6 (4x6") to A4 (8.25x11.75"), and comes with both USB and parallel interfaces.

But there were more than simple digital cameras. There was the **Sony Passport** system with its unique camera and system for making fast dye sub prints for passport or identification use. The Digital Instant Studio (\$3,000) from **Mitsubishi Electric** heralded the first use of its new DIS710E digital camera (752x582 Kpixels), which is made in Spain.

The system also includes a video adapter (so that images can be viewed on a TV monitor) and the CP710E dye sub printer (1200x600 dots) for 110mm wide roll paper (monitor, tripod and flash are options) Maximum print sizes are either 139x96 mm (L-size) or 110x107 mm (S-size), with the former printed in 39 seconds. Prints, with 1-, 2-, 4-, 6- or 16- images, cost \$0.50 each. These systems were squarely aimed at Polaroid systems, which have dominated the passport market for many years.

Scanners and Software

Imacon launched two scanners at PMA Europe. The Flextight Progression ** is a single-pass A3 (11.75x16.5") CCD 3 x 8,000 pixel, 14 bits/color flat-bed scanner which can handle reflective copy up to 10 mm thick without using a glass and anti-Newton spray, eliminating

distortions often encountered on conventional flatbed scanners.

A further development of the Flex-tight scanner (more than 2,500 are in use worldwide), it uses a patented magnetic frame to firmly hold originals, which are fed automatically into the scanner and flexed around a 'virtual' drum. Once inside the scanner, the image is scanned directly to the lens above - without the use of prisms or mirrors. It will also scan color and B&W transparencies and negatives from 35 mm to 4x5 inch formats.

For photographers, Imacon introduced the compact (24x26 cm/10x10") **Flextight Photo** ** film scanner with a 3,200 dpi resolution and 14 bits/color for 35mm and 120/220 format films. Like the Progression, it has no glass and does not use mirrors or prisms. Pre-scan takes 5 seconds, and at 15 MB/minute final scan, productivity is 15 images/hr.

** **LuraTech** (www.luratech.com) from Germany, with additional offices in California, was demonstrating its latest wavelet compression software - **Easy Archive 3.0**. It claims to achieve a 50% compression (and decompression) without loss, while JPEG does incur some losses. The company also provides **Luralmage Image Archive Database**, a web-based database designed for image communication over low-bandwidth circuits.

** **FotoStation 4.0** (\$165) from **Fotoware** (www.fotoware.com) in Norway is a version the company's **photo** asset management software for the graphic arts market adapted for SOHO (Small Office/Home Office) applications. It can administer, digitally store and locate up to 80,000 photos and images on a PC or MAC - depending on hard disc capacity of the computer. The company targets sales of more than 100,000 in copies during the first 12 months.

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Boston 1999: 2020 - Vision On Print

Lexmark's International Press Conference **

By Elliott Novak

Lexmark International, a \$3+ billion company with a product line consisting exclusively of printers (laser and inkjet) and printer supplies, hosts an annual conference for selected international press representatives on the future of printing. This year, the fourth such conference, was held during early October in Boston, MA (U.S.A.), under the theme: *2020 - Vision On Print*. More than 200 people attended.

Founded in 1991, Lexmark now has more than 8,000 employees worldwide, seven manufacturing centers, and sells its products in some 150 countries through 50 international sales offices. In the U.S.A., the company's color ink jet printers are sold by many major office, computer and superstores.

Its consumer and SOHO (Small Office, Home Office) focus, on low-cost but high resolution (1200 dpi) color printers, has been a major key to its success. Lexmark color inkjet printers - such as the **Z11** with a \$49 price after rebates - is bundled with a number of Compaq computer systems. The Z11 and the more expensive, but still low priced **Z31**, **Z51**, **5700** and **5770** models, all fit this category.

During an interview with *Patrick King*, VP, Worldwide Product Marketing and Strategy, Consumer Printer Division, and *Todd Hamblin*, Worldwide Senior Marketing Manager, *EPN* learned that Lexmark is number two behind Hewlett-Packard (HP) in the USA, but fourth overall behind HP, Epson and Canon worldwide in digital color inkjet printers (in terms of units sold). King stated that Lexmark is number one in the "entry level" or "sub-\$100" category, with a 40% share worldwide basis; emphasizing that some 90% of the color inkjet printers are sold for under \$250. Epson is another strong contender in this category.

While acknowledging HP as the industry leader overall, he said that Lexmark quickly responds to every HP introduction, such as in the new HP 970 with its 2400 dpi resolution, with a competitive product at much lower price.

He states that an inkjet **photo** print has a ten year life (At the recent PhotoPlus Expo 99, we spoke with inkjet printer companies, such as Epson and Canon, which estimate the useful shelf life of a color inkjet print - exposed to ambient light - at only five years or less). According to *International Data Corp.* (IDC) 10% of homes will be networked by 2003.

He commented that, thereafter, it would be necessary to re-print the original digital image file. However, Lexmark surveys indicate that 90% the consumers are satisfied with this life. (It is also likely that they have not really thought about the long-life which silver halide prints have provided). During this meeting and throughout the conference, printers were mentioned as "appliances" such as a toaster, microwave oven or a TV set.

The conference began with welcoming remarks by *Dr. Paul Curlander*, Chairman/CEO of Lexmark. He stated that print technology is advancing rapidly, and, for color inkjet technology, estimated that "resolution times speed" is doubling every ten months.

Bob Metcalfe, VP of **International Data Group** (IDG) addressed "The Paperless Office of the Future". The paperless office has never happened, he said, and computers have played a major role in the growth of paper usage in the office and even in the home. If anything, the amount of paper usage has increased as ease and speed of printing in both B&W and color has been greatly improved.

Metcalfe, as the inventor of Ethernet and the founder of 3Com, said that, while the Internet itself involves no paper usage, it has become an important additive factor in both businesses and homes in encouraging additional print paper usage. Possibly the most serious problem facing the Internet is that, while bandwidth is doubling every six months, usage time is doubling every four months - hence the current shortage of bandwidth.

He further believes that there is a great need for changing the economics of the Internet. For this reason, he foresees a "pay as you go" process coming into widespread use, since few companies - especially the so-called "e-commerce" businesses - are making money under the present system. He foresees the technical convergence of telephone calls, television and other media on the Internet, and spoke about a post-PC Internet. The current timeline of the US Federal Communications Commission (FCC) for the introduction of digital TV is a key factor in this convergence.

Following the evolutions of applications on the World Wide Web (WWW) beginning in 1989 - the first year of real commercial usage - web publishing (a subject followed closely by IDG) now accounts for 250 magazines worldwide. He projects that the 160 million Internet users in

1998 will grow to 500 million within five years, and reach 3 billion before 2020.

Referring to the next generation as "Web Commerce 2.0", he said web commerce, at \$50 billion in 1998, is expected to increase to \$1.3 trillion within five years. In 1999, for the first time, the number of e-commerce businesses outside the U.S.A. outnumbers those located within the country. However, only one-third of them even claim to be profitable.

Among important upcoming developments are the protocols that will enable mobile access to the Internet, creating the "mobile Internet". Further, following the early example of E-Bay, Metcalfe sees "consumer to consumer" auctions in the future. Finally returning to the primary subject of the Lexmark conference, he noted that both "online" or soft display and print will continue to co-exist.

Tom Lamb, Exec. VP of Lexmark commented that his company has been a strong advocate of connecting its printers to a network - referring primarily to its B&W laser printers. However, he sees distributed printing replacing centralized printing in the office environment. PCs, the dominant technology in the business office, have largely become networked. At the same time, he sees fewer than 2 million printers networked in a home environment, with the Internet, in an important sense, networking the home printers.

In digital photography printing, he cited the Lexmark 5770 Photojet printer with its \$349 list price as his company's top printer. On a personal level, though, the new Kodak PM100 made by Lexmark should become a widely accepted and successful printer for the digital snapshotter. Both printers can accept the CompactFlash and SmartMedia cards used by nearly all of today's digital cameras.

For the PM100, Lexmark has essentially taken their second generation Z11 printer (which lists \$99) and added the circuitry, although not the ink technology, of the relatively new Model 5770 (which lists for \$300) to create the PM100 (which lists for \$199 but has a \$50 rebate with a net price of \$149). This printer is called an "appliance" because it can make prints from digital cameras without the need of a computer. The PM100 has slots for both the CompactFlash and the SmartMedia cards, from which it accepts compressed JPEG files. It also supports uncompressed TIFF images from Olympus, Nikon, Ricoh and the new Kodak DC290 cameras.

The user can select the number of images on one sheet of paper - one, two, four, nine or thumbnails. One observer commented that the printer would be faster if it went through the computer by means of a parallel cable interface. When attached to a computer by a parallel cable, 1200 dpi can be achieved by through dithering printing of the image.

Anthony Rojas, President of **Corbis**, the world's largest electronic stock photography company, said he was one of the first eight employees when the business began in a single small office. Corbis now has 800 employees worldwide and owns over 25 million images, following its recent acquisitions. The largest single acquisition was the Bettmann collection of over 18 million images.

About 50% of the Corbis collection are images taken within the USA. Only 2.1 million of the total images have been digitized to date, but the company is scanning over 2 million images per year to digitize its massive collection (especially the Bettmann Archives with its many historical images). Images are being captured as 50 MB files - a large size to provide an excellent print or hard copy when desired.

Nearly all new images coming into Corbis now are digital, since many photographers are now using high end digital cameras in the field. Foremost among the many challenges facing Corbis is copyright protection. It uses DigiMarc watermark technology in its full size images, and the DigiMarc embedded seal can be found in even a portion of an image file.

For the 640x480 thumbnail images, a transparent Corbis logo is placed over the image when viewed on a monitor. Professional customers understand the need for copyright protection, but the average consumer does not. As with all stock photography agencies, the image is never sold; rather licensed to the end user on a non-exclusive basis.

Richard Stallman, founder of the **Free Software Foundation**, talked about "copyright versus freedom" and asked whether or not a digital civilization was a police state. His foundation offers only free software including the Linux operating system.

Phil Gerskovich, COO/VP of **Kodak's Digital and Applied Imaging**, and *Bernard V. Masson*, President, **Lexmark Consumer Printer Div.** discussed the PM100, which Lexmark is making for Kodak. Lexmark will be the primary marketer in certain countries where it has a good distribution network.

The new Kodak/Lexmark printer should do well, given its price and ease of use. However, it is relatively slow; consumes a considerable amount of ink (and thus expense); still uses the coarse 18 picoliter ink droplet; and provides only 600 dpi (which Lexmark did not mention) in its stand-alone "appliance" mode.

Masson answered the question of "Why Kodak" by emphasizing that the Kodak brand name is one of the best in the world and the company has a very broad line of digital cameras. Lexmark is "only" in printers, while Kodak was "in everything else".

A panel discussion on "paperless office" agreed that paper is convenient and easy to use, and helps bridge technology to people. It was estimated that there currently some three trillion sheets of paper consumed annually in the office, and even e-mail creates hard copies. The clear consensus was that paper was here to stay and that electronic information will continue to push paper consumption in the future. E-books could well become a means of electronic distribution, with printing at the end user's location.

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Newsline:

• CMOS Research Center **

California-based **Photobit Corp.**, a leading supplier of CMOS image sensors, has opened a European research and development branch in Oslo, Norway. The center will develop CMOS image sensors based on Photobit's "active-pixel" technology. Key benefits of the technology are: lower power consumption than CCD sensors; on-chip integration of camera functions (hence the term camera-on-a-chip); high image

quality; and the ability to manufacture on the same (CMOS) platforms as virtually all microprocessors and memory chips. The megapixel Photobit PB-1024 can capture more than 500 frames/second, for such applications as motion analysis and machine vision.

**** Separately**, Photobit has formed a strategic alliance with Ahrensburg, Germany-based **Basler AG** under which Photobit will develop advanced CMOS image sensors for integration into Basler's machine vision systems. Basler makes an \$11.7 million strategic equity investment in Photobit, equivalent to a 16% stake.

- **Howtek Pro Scanner ****

Howtek's HiResolve Sprint Professional Scanner (\$19,995) uses **photo**-multiplier technology to achieve resolutions up to 4,000 dpi over the scanner's entire 11.5x12" imaging drum. It captures 16 bits/color with a dynamic range of 0-4.2, and interfaces with both PC and MAC systems.

A new "**QuickMount**" package (\$2,495) for Howtek drum scanners includes a second imaging drum and a compact mounting station, which permits fast mounting and alignment of one or more negative, reflective or transparent images prior to scanning. By alternating between two imaging drums, a scanner operator can scan and load images concurrently, improving workflow over the sequential load, scan and wait process required with many flatbed scanners.

- **CrossLoader Image Transfers ****

Seattle FilmWorks has announced **CrossLoader**, a new service that enables the two-click transfer of consumer photographs from the Seattle FilmWorks' PhotoWorks website to other popular Internet sites without downloads or bandwidth restrictions. Initially, through **Homestead.com**, a site that gives consumers the tools to build their own free Web sites, photographs are quickly and easily posted to share with friends, family and business associates.

The agreement with **EasyFoto**, a leading online **photo** album service, will give Seattle FilmWorks customers benefit by receiving free premium services, including 10 MBs of storage space, up to 10 separate albums and images as large as 500K Bytes each.

- **3 Mpixel CCD for DSCs ****

Sharp Corp. has started selling its **RJ21P3AAOPT** CCD image sensing device with 3.21-million effective pixels (2,080 H x 1,544 V) for use in digital cameras. Sharp will sell six sets of ICs incorporating the CCD, with samples priced at \$290. The six sets are: (1) an analog signal-processing LSI where the circuits of a correlative double sampling, an automatic gain control and an A-D conversion are integrated; (2) a digital signal-processing LSI for color corrections and the JPEG coding/decoding; (3) an LCD panel interface IC; (4) a timing-generating IC; (5) a vertically CCD-driving IC; and (6) a CompactFlash interface IC. Total power consumption of the CCD and the six ICs is about 1.3W. Sharp follows Sony in unveiling a CCD with more than 3 million pixels for consumer-use digital cameras.

- **Si rra Digital Cam ra Kits ****

The Raptor Design Kit (RDK) from **Sierra Imaging** is a complete system for designing and prototyping digital camera systems based on the Raptor II chip. Raptor II has throughput rates up to 3.3 Mpixel/sec. for fully processed JPEG encoded images and supports any CMOS or CCD sensor up to 16 Mpixels.

The Image Transform Processor Simulator (ITPSIM) provides camera designers with a true simulation environment for developing algorithms and code for the Raptor II Image Transform Processor (ITP) running in a Windows environment.

- **Beau DSC Software** **

A new AutoCam range of digital camera software from **Beau Software** (www.beausoft.com) works with Casio, Fujifilm and Leica digital cameras. An alternative to the standard software supplied with the cameras, it has been designed to provide easier downloads, improved picture and print handling and other features, such as categorizing pictures by keywords and an option to set up a live 'WebCam'. AutoCam for Windows 95/98/NT is available for US\$39.95.

- **Low-Cost Digital ID System** **

The Polaroid' 75 imaging system is a low-cost and easy-to-use ID badge making system for schools and small and medium-sized businesses. It allows customers to design a security badge on a PC, capture a picture of one or many badge-holders, print two to three ID badges a minute, and create and maintain an image database and registry. The secure ID cards can store much needed information on a bar code, magnetic stripe or a smart card chip, while the software creates a database of information and images for each card issued.

- **ColorBlind Bundled with Shiraz** **

The ColorBlind engine and ICC profiles from **Imaging Technologies** (www.itec.net) will now be bundled with the Shiraz PostScript level 3 software RIP developed by **Applied Image Technology International** (www.applied-image.com) for wide-format digital printing. Shiraz has drivers for most current models of thermal and piezo inkjet printers.

- **DSC Link to Printers** **

CamPrint (\$99) from **iGo Corp.** (www.igo.com) provides a link from digital cameras to color printers for direct output of color snapshots without the use of a computer. It features: Auto Color Calibration; Multiple Image Option; and Automatic Image Adjustment for resizing images and create multiple copies.

- **DSC for Female Users** **

The DSC-X200 digital camera from **Sanyo Electric** is specifically aimed at female users, with a rounded body in platinum white. A development of its DSC-X110, with an 850,000 pixel sensor, its features focus on user-friendliness, such as the feature to display the menu in Japanese. The camera allows users to film not only still pictures in the JPEG format, but also animated video in the QuickTime format (maximum 120 seconds). The high-speed continuous filming feature is capable of shooting maximum 40 frames in a 0.2 second or 0.13 second interval. It comes with the digital zoom

feature of a maximum of 3.2x. It comes with a 4MB SmartMedia card, and is priced at ¥45,000 (\$430). Initial production is about 5,000 units/month.

• **Ritz Camera On-line ****

ritzcamera.com and PhotoHighway.com have announced a strategic partnership under which, ritzcamera.com, the e-commerce site for **Ritz Camera Centers Inc.**, will incorporate content and special interest communities provided by **PhotoHighway** into the ritzcamera.com e-commerce Web site. In addition, Ritz Camera will become the premier PhotoHighway.com commerce partner, providing **Photo-Highway.com**'s members with access to the latest in photography products, equipment and online services.

[PhotoHighway](http://PhotoHighway.com) will launch the expanded PhotoHighway.com site to include the Ritz Camera e-commerce store (www.phobo.com) in addition to an online Ritz community in October, and the expanded ritzcamera.com site is expected to be launched in November.

• **WWF Digital Camera ****

Toymax Inc. (www.toymax.com), a children's consumer products company, will exclusively manufacture WWF digital cameras under a license from World Wrestling Federation Entertainment. Through a strategic alliance with **MGI Software Corp.**, Toymax will be creating WWF CD-ROM imaging software to accompany the digital camera. Consumers can connect to the PC and utilize their creativity with digital imaging, while enjoying the stars, theme music and sound effects from the WWF. The WWF Slam Cam (\$60), with the **Photo Slam** software and a PC connector cable, will be sold through computer, toy and specialty retail outlets.

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Sunday, October 3, 1999

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Welcome to telepix.com!

Telepix is a leading supplier of Internet imaging and electronic commerce solutions that enable retailers to provide innovative sources of digital photos and electronic commerce to the general public.

Using our products and services, retailers can jump start their photo e-business with a private labelled retailer-to-consumer solution for digital photo finishing and professional photography.

We hope you find this site to be useful and we look forward to hearing from you.

Thanks for stopping by!



Telepix Unveils PhotoStation 2000™

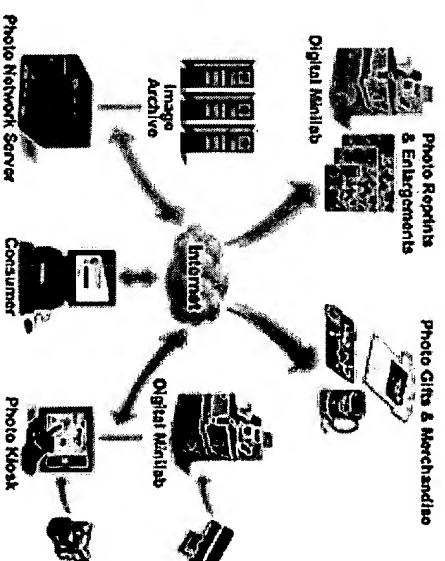
Las Vegas, Nevada (February 3, 2000) - Telepix Imaging Inc., a leading developer of Internet imaging and photo e-commerce solutions, today announced PhotoStation 2000™.

Loblaws and Telepix Launch Consumer Photo E-Commerce Site

Las Vegas, Nevada (February 3, 2000) - Telepix Imaging Inc., a leading developer of Internet imaging and photo e-commerce solutions and Loblaws Supermarkets Ltd. today announced <http://web.archive.org/web/20000304182502/http://www.photolabimagenet.ca/>, an Internet photo e-commerce site for Loblaws customers.

Black Photo Corporation and Telepix Launch Next Generation Photo E-Commerce Sites

Las Vegas, Nevada (February 3, 2000) - Telepix Imaging Inc., a leading developer of Internet imaging and photo e-commerce solutions, today announced a definitive contract with Black Photo Corporation, a leading Canadian photo retailer.



Saturday, March 04, 2000



Pictures.Anytime.Anywhere.™

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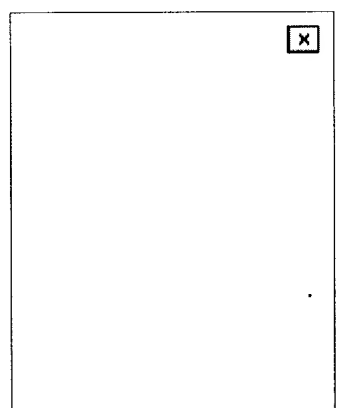
Sunday, October 03, 1999

The convergence of photography, computing and communications is rapidly accelerating.

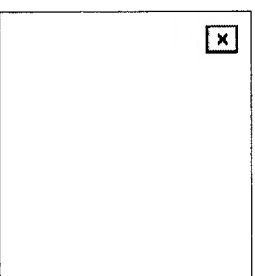
Telepix is uniquely positioned to meet this emerging opportunity by providing complete end-to-end Internet Imaging solutions that enable people to capture, create and share their images in new and dynamic ways.

We hope you find this site to be useful.

Thanks for stopping by!



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Just Released v1.5: FotoPoint™ will revolutionize the way you organize and use your digital photos. Whether acquiring photos from a digital camera or scanner, dragging and dropping images into its integrated database, displaying thumbnails of your photos from Explorer view, or electronically transmitting photos, all you have to do is click a single button. Includes full-featured electronic darkroom that contains all the tools to retouch and enhance your digital photos! [More about FotoPoint](#)



[Telepix Signs Strategic Partnering Agreement With Foto Source Canada](#)



[Harnessing the Power of Digital Imaging for an Enhanced Experience in Conventional Photography](#)



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Telepix Unveils PhotoStation 2000™

Compact Digital Image Input Station Seamlessly Integrates the Capture-Process-Print Workflow for Photo Retail Customers.

Las Vegas, Nevada (February 3, 2000) - Telepix Imaging Inc., a leading developer of Internet imaging and photo e-commerce solutions, today announced PhotoStation 2000™.

Telepix PhotoStation 2000™, an all-in-one digital imaging workstation in a unique space-saving design, offers advanced technology that conforms to a photo retailer's available floor and counter space, rather than forcing retail space to conform to it.

The compact system accepts input from digital cameras, photos on CDs and photo floppy disks. Flatbed and film scanner support enables input from traditional prints, 35mm film, slides and APS. The unit is connected via its high speed network interface to a wide variety of digital photo printers, including ink-jet, laser, dye-sub, silver halide printers, large format printers and digital minilabs.

Using the highly acclaimed Telepix touch-screen software, consumers can quickly and easily select digital image files for single, multiple and package photo print output, including photo album pages. The system provides simplicity and ease of use to digital photography consumers, offering them a convenient way to make a variety of photographic prints at their local photo retailer.

PhotoStation 2000™ features full functionality in a compact design that frees up valuable workspace. Measuring only 10.5 inches wide, 8 inches deep and 11 inches high and weighing approximately 15 pounds, it's ideal for counter-top use in any photo retail environment. The integrated 13-inch active matrix touchscreen has a display resolution of 1024 x 786 pixels, yet consumes up to 70 percent less energy than the commonly used CRT monitor. The screen has been treated for anti-glare and a motorized drive adjusts the display to an ideal viewing angle.

Designed to operate under the new Microsoft Windows 2000, the

Thursday, November 02, 2000

Other News

"It's A Workhorse With A Tiny Footprint!"
 September 20, 2000

Gretag Unveils New CYRA Digital High Speed Image Processing System
 September 20, 2000

Digital Photography System For Professional Portrait Studios To Be Unveiled At Photokina 2000
 September 20, 2000

Master Flex Digital - New Epoch in Photo Finishing
 September 20, 2000

Neiprinter Digital Station
 September 20, 2000

Telepix to Showcase PhotoChute at Photokina
 September 20, 2000

PhotoHub 208 - Enter The Web Business World With The First Dry & Digital Photo Center
 September 20, 2000

Gretag and Epson Form Strategic Alliance for Digital Photo Systems
 August 2, 2000

Telepix Unveils PhotoChute™ - Photo Print Digitization System
 June 29, 2000

unit ships with operating system and application software pre-installed. Since the system is already enabled for Internet connectivity to the Telepix Photo Network, these units can also become a physical portal to the retailer's photo e-commerce website. The magic of instantly being able to order and print digital photos from within the store, or have distant friends and family instantly view and order prints in a partner store in another city, will delight consumers:

Karl Kenny, CEO of Telepix said, "Making it fun, easy and inexpensive for a consumer to make photographic prints from digital photos is critical to broadening the appeal and acceptance of the digital imaging industry. PhotoStation 2000™ addresses these needs and is the first of a whole series of new products that we'll introduce this year. This class of product is poised for real success as we expect it to quickly generate digital photo revenues for photo retailers."

Hardware features include:

- Integrated 13.3" active matrix LCD display with 1024x768 resolution
- 400MHz AMD K6 processor
- 128 MB of RAM
- Integrated 3.5-inch floppy drive and CD-ROM
- Removable 3 GB hard disk
- Integrated 10/100 Ethernet network port
- Onboard audio
- Dual Universal Serial Bus (USB) ports make it easy to connect scanners and other devices
- Wireless infrared keyboard for enhanced security in setup and administration
- External Compact Flash, Smart Media, PCMCIA card reader
- Supports dial-up, ISDN, ADSL or cable modem connectivity

Software features include:

- Easy to use touch screen user interface
- Input from wide variety of digital camera memory cards
- Input from pictures on CD, photo floppy disks
- Support for over 50 image file formats including JPEG, TIFF,

Boots Selects Telepix For
Online Photo Service
June 13, 2000

Telepix and Alliant Telecom
Sign Contract to Provide
Optimal Internet Connectivity
Solution to North American
Photofinishers
May 11, 2000

Telepix Imaging Expands
Global Presence to Australia
May 5, 2000

Telepix and InfoMagic Systems
Introduce Online Photo Network
to Asia
April 18, 2000

District Photo to Develop
Internet Photo E-Commerce
Site with Telepix
February 3, 2000

Telepix Unveils PhotoStation
2000™
February 3, 2000

Loblaws and Telepix Launch
Consumer Photo E-Commerce
Site
February 3, 2000

Black Photo Corporation and
Telepix Launch Next
Generation Photo E-Commerce
Sites
February 3, 2000

CeWe Color and Telepix Sign
Cooperation Agreement for
Photo E-Commerce
January 24, 2000

The Canadian Press Launches
Digital Photo Website Using
Telepix Photo E-Commerce

PCD, FPX, EXIF, BMP, etc.

- Automatic digital index sheet display
- Single and multiple image selection
- Color balance control
- Brightness / contrast adjustment
- Red-eye removal
- Image conversion to black and white, sepia, bluetone and greentone
- Image crop, zoom and rotation
- Automatic aspect ratio calculation
- Automatic package printing on 3x5, 4x6, 5x7, 8x10, 12x18, poster print sizes
- Single image printing
- Multiple images (up to 4 different images) on a single package print
- Contact sheet prints
- Photo album prints
- Internet connectivity to Telepix Photo Network (display, share, download, email and print)
- Image distribution to remote fulfillment facilities or central lab production
- Automatic job order logging and receipt printing
- Custom price lists
- Production statistics and report generation
- Remote diagnostic capability

Product Availability/Pricing - Telepix PhotoStation 2000 will be available for onsite testing by photo retailers in mid-March, 2000. Production units will be available on April 17, 2000 for a list price of US\$4,995.00

About Telepix - Telepix Imaging Inc. is a leading developer of Internet imaging and electronic commerce solutions that enable photo retailers to provide innovative digital photo products and photo e-commerce to the general public. Telepix, based in Toronto, Canada is a member of the Gretag Imaging Group, headquartered in Regensburg, Switzerland. More information about Telepix can be found at www.telepix.com.

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Technology
December 01, 1999

Gretag Imaging acquires
majority stake in Telepix
October 15, 1999

London Drugs Selects Telepix
as Outstanding Partner of the
Year in One Hour Photo
Category
October 14, 1999

IBM Teams With Telepix to
Deliver Comprehensive E-
Business Solutions for Photo
Industry
October 13, 1999

property of their respective companies.

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